

PSF ENERGY

COPORATE OVERVIEW

Better Energy Better Choices

Finding the best possible business electricity rates or natural gas prices requires a plan, and the first step in developing a solid energy plan for your business is to schedule a consultation with an energy consultant from Sherpa Energy Services.

Our energy advisors take the time to discuss all aspects of your organization's energy requirements in clear and easy to understand language. We are able to clearly articulate the energy requirements and challenges facing your business, provide an accurate assessment of potential energy cost savings opportunities, and craft a commercial energy strategy for current and future requirements.

Our Expertise

Planning



Sourcing



Risk Management



Efficiency



Sustainability



Incentives



Monitoring



3 Simple Steps to Lower Your Rates

Step 1 : Letter of Authorization

The Letter of Authorization gives an SHERPA Energyenergy advisor the ability to pull the historical usage from the past 12 months at no obligation to the customer. This data is necessary to analyze one's power consumption patterns and to develop an energy strategy that is customized to the needs of their business.

Step 2 : Energy Usage Analysis

Once we receive your historical usage information, Sherpa Energy Services learns all we can about the way your facility uses electricity. We conduct an in-depth review and analysis of your usage pattern to develop an energy strategy that meets your operation's requirements.

Step 3 : Proposal

The last step is the proposal. This is the end result of all the suppliers bidding on your account after the energy auction. Once an agreement is structured to meet your needs, we then will facilitate a seamless switch from your current energy supplier to your new energy supplier. Our objective is the same as yours - to obtain the most economical supply arrangement available.

Breaking Down Energy Costs

Delivery Component

This is the cost of bringing energy from the source to your meter. Includes reliability, regulatory/compliance and transmission. Created by regulatory bodies and system operators; suppliers don't have control over these costs, and they are usually passed straight to the consumer.

- The cost of getting energy from generator to meter
- Smaller portion of total energy cost
- Low volatility, but not very liquid
- Determined predominantly by regulatory bodies and ISOs

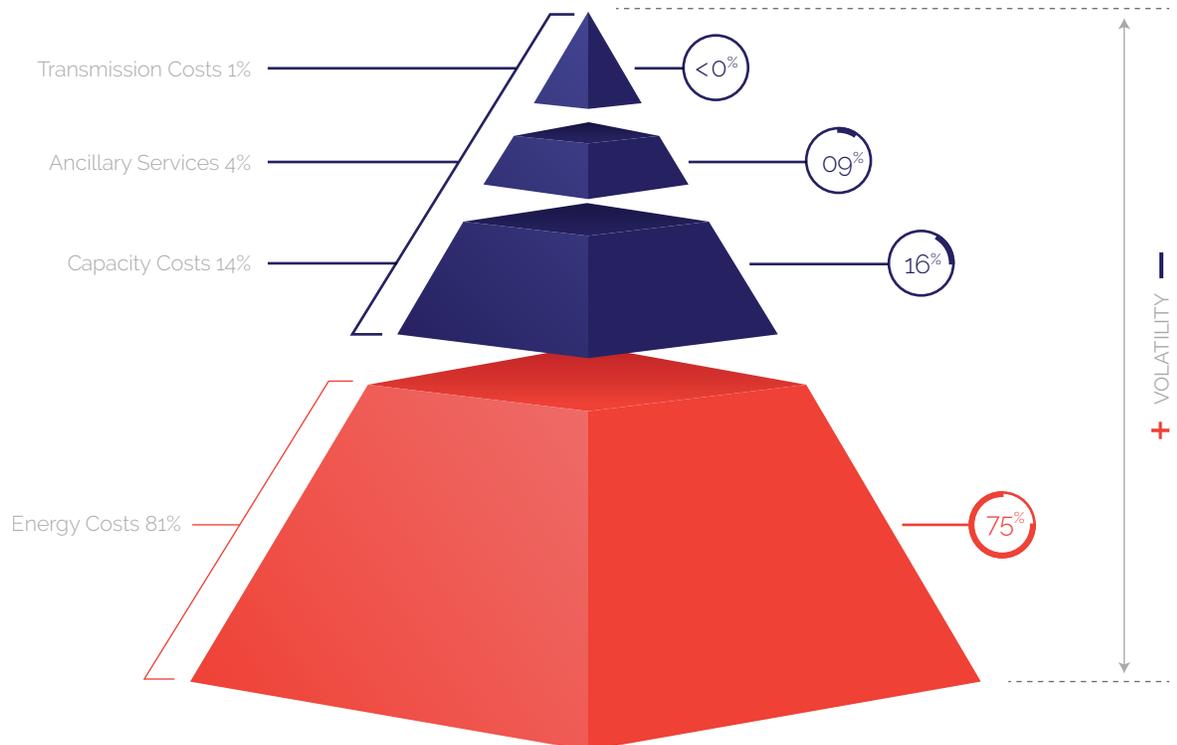
Energy Component

This is the actual cost of the energy; 60 to 85 percent of your total energy cost. Market forces, not regulators, dictate this part of the component. Very volatile but very liquid—meaning you can assume as little or as much energy price risk as is appropriate for your business drivers.

- The output of a generator + losses + congestion
- Majority of total energy cost
- Highly volatile, but also highly liquid
- Determined by market forces

19%
Delivery

81%
Energy



Choosing the Best Product for Your Business

● THE BEST CHOICE FOR YOUR BUSINESS:

After you understand what goes into your cost, then we take the time to really know your business—how operating costs are structured, key energy usage patterns and other insights that will help us help you.

There is a trade-off between certainty and cost. Because the market for electricity is liquid, you're able to choose the amount of pricing-related risk that makes the most sense for your business. The less risk you take, the more of a premium you pay.

Knowing Your Business Drivers

FIXED

= High Certainty & High Risk Premiums

FLOAT

= Low Certainty & Low Risk Premiums

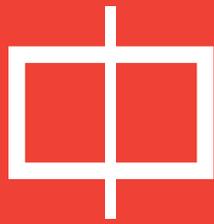
FLEX OPTION

= Flexibility & Lower Price

STIPULATED QUANTITY OPTION

= Flexibility & Stable Energy prices





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